

Committee Corner

Learn about the important work of WMMA Committees and the Chairs who are leading the charge.

International Business Development Committee (IBDC)

Chairman: Dennis Smith, Mereen Johnson



About IBDC: IBDC serves to encourage and assist all WMMA members to successfully export, to increase export sales, and to take advantage of opportunities to strengthen market positions in the US and overseas.

What We Do: The Committee identifies and hosts speakers at most of its in-person meetings, held during WIC and the Fall Regional meetings. Recent speakers have come from the US Department of Commerce, and Trade Acceptance Group, Inc. and discussed such issues as trade credit insurance, export assistance programs and funding, and methods of payment.

IBDC also helps to coordinate the USA Pavilion at LIGNA, the world's largest tradeshow for woodworking machinery. The next LIGNA will be held May 27-31, 2019 in Hannover, Germany. Traditionally, 8-10 WMMA member companies participate in the pavilion at LIGNA. IBDC is encouraging additional member support in 2019.

IBDC also oversees the WMMA-sponsored Export Trade Certificate (ETC) program, which allows members to work together on foreign projects which might normally be hindered by the bounds of Anti-Trust guidelines. Under the protective umbrella of the ETC, firms that are listed under the certificate can join together to reduce export-related costs and/or increase the effectiveness in export operations. Examples of activities that can be initiated with a competitor company listed under the WMMA Certificate include joint bidding and selling arrangements; joint pricing policies and; service and promotional activities.

About your Chair: Dennis is the International Sales Manager at Mereen-Johnson. He is a graduate of University of MN Duluth; and has over 20 years of experience in building material sales /construction trades (12 years in lumber/hardwood/hardwood flooring sales. Dennis got his start in sales as a Contractor Sales Person for a local Twin Cities Lumber Yard, and started with MJ in 2014.

Membership Development Committee

Chairman: Tim Fixmer, Woodworking News



About Membership Development Committee: The Membership Development Committee works to strengthen WMMA membership participation, retention and recruitment by developing, implementing and supporting new and existing membership benefits.

What We Do: The Committee makes suggestions, observations, and recommendations about membership benefits and activities to the Board of Directors.

It promotes existing membership benefits directly to the membership, and promotes our members products to the woodworking marketplace through advertising.

To provide identified management tools and information to member companies, which allow them to better develop their businesses.

The Committee looks at the profit and cost sides of business; provides guidance to members in finding new sources of revenue; and supplies members with programs enabling increased efficiency and profitability.

About your Chair: As CEO of CCI Media, Tim is a seasoned executive, a team builder who has launched, acquired, and grown more than 30 brands in print, digital, and event properties that serve specialized business segments. Prior to launching CCI Media, he held executive positions with VNU, Cygnus Business Media, IIR Publishing, Duke Communications, Johnson Hill Press, and Stamats Business Media. Tim's professional strengths include strategic planning, competitive strategy, formation and management of partnerships and industry alliances, and executive training. As a turn-around specialist, he has built a solid track record delivering strong bottom-line results in record time. He is a strong communicator and deal-maker with proven negotiating skills. Dennis got his start in sales as a Contractor Sales Person for a local Twin Cities Lumber Yard, and started with MJ in 2014.

Public Policy Committee (PPC)



Chairman: TR Herzog, Accu-Router, Inc.

About PPC: The Public Policy Committee develops and represents WMMA's positions on legislative and regulatory matters affecting the industry.

What We Do: The PPC develops and promotes WMMA's legislative dashboard.

The PPC conducts the bi-annual Public Policy Fly-In where members meet with their representatives in Washington, D.C., and partners with other groups, including the National Association of Manufacturers.

The PPC advocates for corporate tax reform, healthcare reform and promoting investment in continuing technical education. The Committee also advocates for a strong and competitive U.S. manufacturing base which includes

lower taxes and reducing the regulatory burden.

The PPC keeps members informed of legislative and regulatory developments that will impact their businesses, including developing and distributing the Washington Report.

About your Chair: T.R. graduated Summa Cum Laude from the University of Dayton (OH) in 1996, majoring in Marketing with a Communication minor. He gained ten years of outside sales and marketing experience before joining Accu-Router in 2007, including publicly traded LexisNexis & Robert Half Staffing. T.R. and his wife Jessica recently welcomed their first child, Caroline Quinn.

Technical Standards Committee



Chairman: Brad Graves, Accu Router

About Technical Standards Committee: The Technical Standards Committee monitors all American and international development of woodworking machinery standards.

What We Do: The Technical Standards Committee monitors all woodworking machinery standards development in the US through the American National Standards Institute (ANSI) and internationally through the International Standards Organization (ISO).

The Committee alerts and educates WMMA Members of the impact of specific standards and serves as a watchdog to protect both WMMA member and American interests in the worldwide standards arena.

About your Chair: Brad Graves is the VP of Engineering for Accu-Router, Inc. He graduated with a B.S. from Murray State University and was hired by Accu-Router in 1994. Since that time he has been designing machinery for Accu-Router. In 2007 he assumed supervision of the XR-15 spindle program at Accu-Router. Also in 2007 he joined the ANSI ASC O1 Safety Committee. In 2008 Brad became sub-committee co-chairman for the ANSI O1.1-3 CNC Machining Center Standard. In 2013 he became a SME to the ISO TC39/SC4/WG1 for the Part 3 NC Boring and Routing Machines standard. On January 1, 2015 he became one of the owners of Accu-Router, Inc.

Technology Committee



Chairman: Bob Barone, Precision Drive Systems

About Technology Committee: Technology Committee serves to focus on the development of technological advancements with emphasis on monitoring global developments.

What We Do: The Committee's current goals include encouraging a working relationship with the WMMA/WMIA Joint Technology Committee and developing speaker and topic ideas for future Woodworking Industry Conferences (WIC).

About your Chair: Bob was recently named Vice President of Precision Drive Systems. His past experience includes owning and operating an Architectural Millwork Company, as well as holding product management and sales positions with Michael Weing, Biesse America, and Benz. He has extensive experience in Wood, Plastic, and Engineered Composite manufacturing applications.

Join a WMMA Committee Today!

Members drive the WMMA programs and services that have a positive impact on their businesses, the industry and U.S. manufacturing. Committee and Task Force structures, comprised of interested and active leaders, professionals and executives from member companies, help to channel the many ideas, areas, and topics that members use to address the challenges of the global marketplace. WMMA's dedicated volunteers are an integral part of the Association's continued success. If you are interested in joining a WMMA Committee, submit the [Committee Commitment](#) form to kristin@wmma.org.

International Woodworking Fair August 22-25, 2018 Georgia World Congress Center Atlanta, GA



IWF is the trade show where furniture manufacturing, cabinetry, architectural woodworking, material processing and other related industry professionals from all over the globe will come to find products they didn't even know existed that will help their company succeed.

For those planning to exhibit and attend IWF 2018, please note the following IMPORTANT DEADLINES:

- * Hotel Lottery Online Entry Deadline - Noon/October 30, 2017
- * Exhibitor Registration & Housing OPENS November 6, 2017
- * Qualified Distributor Registration OPENS November 6, 2017
- * GES Online Ordering OPENS January, 2018
- * Third Exhibit Space Payment Due January 9, 2018

[Learn more about IWF 2018](#)



[View the entire Product Guide](#)

Woodworking Network

Lumber Liquidators in \$36M deal to settle Chinese laminate flooring class action
TOANO, Va. - Hardwood flooring giant Lumber Liquidators agreed to a \$22 million cash settlement of a class action suit by plaintiffs in the Formaldehyde MDL (MDL 2627) case.

Under the terms of the settlement, Lumber Liquidators will contribute \$22 million in cash and provide \$14 million in store-credit vouchers for a total of \$36 million to settle all claims brought on behalf of purchasers of the Chinese-manufactured laminate flooring it sold between January 1, 2008 and May 31, 2015.

Current News:



Industry Leaders Converge on Capitol Hill For Day of Advocacy

UPCOMING EVENTS



SEE YOUR PRODUCTS HERE!

Call for Product Images for WMMA Website!

Want free advertising for your products on the WMMA website? Send in images to info@wmma.org. There must be no noticeable branding on any photos.



Save the Dates for Upcoming [WIC's!](#)



WIC 2018 | May 1-4, 2018 | Hyatt Regency Maui | Maui, Hawaii



WIC 2019 | April 2-5, 2019 | Omni Amelia Island Plantation | Amelia Island, Florida

The MiLL National Training Center Celebrates with Grand Opening

More than 300 partners, students, employers and members of the community attended the Grand Opening of the MiLL (Manufacturing Industry Learning Labs) in Colorado Springs, Colorado, Thursday, October 5, 2017. It was an exciting celebration to recognize and thank the MiLL's more than one hundred partners in industry and education as well as all the contractors and volunteers that made the creation of the MiLL possible. Students led guests on tours of the facility and Derek Hart from Stiles demonstrated the Altendorf sliding table saw and the Vantech 480 CNC router. Leslie Smith, Marketing Development Manager from Sherwin-Williams spoke to the audience on the need for a skilled workforce in America. Sherwin-Williams is supporting the creation of the Wood Finishing Lab, the third lab housed at the MiLL. Come and see your national training center at the MiLL in Colorado Springs only 5 minutes from the Colorado Springs airport. MiLL partners are invited to schedule their sales meetings and events at the MiLL. For more information go to: www.themillco.org



Welcome New WMMA Members!

RUF US, Inc.

RUF US, Inc. is the North American subsidiary of RUF GmbH & Co. K in Germany—a global pioneer of advanced industrial briquetting systems for more than 40 years. RUF briquetting systems are customizable for most residual materials, including wood chips, dust, shavings and sawdust. The energy efficient RUF briquetting systems work at specifically calculated pressures of up to 24,000 psi to create high quality wood briquettes. By designing easy to install systems that directly integrate into existing production facilities, RUF briquetting systems allow manufacturers and processors to recycle their residual wood waste in an environmentally friendly way. With US headquarters in North Olmsted, Ohio, RUF briquetting systems can be found throughout North America.



Vauth-Sagel

For more than 50 years, the owner-run group of companies has been developing, manufacturing and marketing system components in a wide variety of materials for the medical/care, automotive and caravanning sectors, as well as innovative storage space systems for the kitchen and furniture industry. In addition, the group provides customers across the globe with complete furnishing solutions for offices and care facilities. Acquired in the course of more than half a century, Vauth-Sagel's materials expertise is one of the group's key assets and encompasses wire, steel, sheet metal, wood and plastic. Every year, approx. 850 employees produce well over 85 million quality products with the "Made in Germany" label. Group-owned logistics and a globally operating sales and marketing team put the finishing touches to a highly individual range of products and services for customers throughout the world.



WMMA DC Fly-In Scheduled for February/March 2018

Industry leaders will meet in Washington, DC during the next WMMA fly-in, which is scheduled for February 27-March 1, 2018. The Trump Administration and Congressional Republicans continue to focus on the issues of importance to WMMA members, including corporate tax reform, healthcare reform and continuing technical education (CTE). This is an excellent time to participate. Interested in learning more about the fly-in process? WMMA will host an informational webinar in mid-January to review the process answer any questions that you might have. Details on the webinar to be sent out.

[Click here](#) to learn about the value of the DC Fly-In.

WMMA Supplier Recruitment Initiative We need your help!

WMMA member,

Throughout the year, the Membership Development Committee takes on various initiatives to recruit, maintain and develop WMMA's membership.

We are asking our membership to recruit new associate members, especially suppliers. Consider the various suppliers to your business: motors, drive systems, electronics, PLC/PC, metal products, paint, hardware, software, etc. Each of us has many relationships with companies that are perfect to be an associate member. By recruiting supplier members we not only strengthen our association but also provide our suppliers an opportunity to connect with many other companies.

I encourage you to share WMMA information with your suppliers and have them visit www.wmma.org for more information. Additionally, the on-line membership application can be found [here](#).

Thank you in advance for your help in this effort.

Thank you.

Membership Development Committee Chair

ANSI Update

Are you interested in contributing to the development and maintenance of these valuable industry safety standards? The ASCO1 is currently looking for members in the following categories:

- * General Interest
- * Government
- * User

If you are interested in joining the ASCO1, contact WMMA Associate Director Jennifer Miller at jennifer@wmma.org.



WMMA Social Media Ambassadors

Do you tweet, twitter, or consider yourself a social media guru? If so, we want to you to join the WMMA Social Media Ambassadors. There are no meetings, simply share, repost and spread the good word of the WMMA and the woodworking industry with your social media network. Simply follow WMMA on Facebook, Twitter, and LinkedIn as well as other social media platforms such as pinterest or youtube. Then help us spread the message by reposting, retweeting or sharing your own posts on the WMMA and the industry.

Simply email jscott@airhand.com to confirm your willingness to help.



Industry News:

Virginia Tech Housing Report: August 2017

Housing starts and new single-family sales appear to have stalled on a monthly and year-over-year basis. The bright spot in August were single-family starts and aggregate housing permits. Regionally, data were mixed across all sectors. Click here to read more

[Click here to read more](#)



NAM Monday Economic Report - October 16, 2017

Overall, the report was encouraging and a sign that consumers felt more upbeat in their views on the economy and in their expectations for spending in the months ahead.

[Click here to read more](#)



Industry Calendar of Events

Note: For a complete listing of all meetings, including those held internationally, go to WMMA's website, www.wmma.org, and click on "Events."

Have an event to add to the Industry Calendar in this newsletter? Send it to jennifer@wmma.org

November 2-4, 2017

[Woodworking Machinery & Supply Expo \(WMS 2017\)](#)

International Centre, Toronto

Website: www.WoodworkingExpo.ca

May 1-4, 2018

[WIC 2018 - Save the Date!](#)

Hyatt Regency Maui
Maui, Hawaii

August 22-25, 2018

[IWF 2018 - Save the Date!](#)

Georgia World Congress Center
Atlanta, Georgia

Website: <http://www.iwfatlanta.com/>

April 2-5, 2019

[WIC 2019 - Save the Date!](#)

Omni Amelia Island Plantation
Amelia Island, Florida